

## Message Text

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PAGE 01 DAKAR 05871 141106Z

15

ACTION AF-08

INFO OCT-01 ISO-00 CIAE-00 NSAE-00 NSCE-00 SSO-00 USIE-00

INRE-00 COME-00 EB-07 INR-07 LAB-04 PA-02 SIL-01

PRS-01 /031 W

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O 141010Z SEP 76

FM AMEMBASSY DAKAR

TO SECSTATE WASHDC IMMEDIATE 6542

UNCLAS DAKAR 5871

E.O. 11652: N/A

TAGS: BEXP, SG

SUBJECT: DAKAR INTERNATIONAL TRADE FAIR

AF/W FOR SMITH AND KILLION

COMMERCE/DIBA/BIC/OIM/AF FOR MILLER AND HAHN

REF A DAKAR 5718, B DAKAR 5821

1. EMBASSY WAS VISITED SEPT. 13 BY GORDON F FOZLEY, EXPORT MANAGER, UNCLE BEN'S FOODS, HOUSTON, TEXAS (TEL 713-497-1970) WHO EXPRESSED GREAT INTEREST IN FAIR PARTICIPATION. FOXLEY DID NOT HAVE AUTHORITY TO SIGN AGREEMENT HERE BUT TOOK FORMS AND PROMISED TO SEND CHECK UPON RECEIVING AUTHORIZATION WHEN HE RETURNS TO U.S. ON SEPT 25. COMMERCE/STATE SHOULD TELEPHONE UNCLE BEN'S IMMEDIATELY TO DISCUSS FAIR PROGRAM, FOLLOW UP WEEK OF SEPT 26 WITH FOXLEY, AND MAKE ARRANGEMENTS FOR DELIVERY OF CHECK AND SIGNED AGREEMENT.

2. CITIBANK MANAGER BENNEVILLE HAS CONTACTED REGIONAL MANAGER IN NAIROBI AND HEADQUARTERS IN NEW YORK (VICE PRESIDENT ALAN GOLDIE) RECOMMENDING PARTICIPATION. BENNEVILLE AND EMBASSY HOPE AF/W DIRECTOR SMITH HAS BEEN ABLE TO TELEPHONE MESERVE (SAME OFFICE AS GOLDIE)

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PAGE 02 DAKAR 05871 141106Z

TO URGE PARTICIPATION.

3. AS RESULT OF NEW APPROACH SUGGESTED BY CHARGE  
SEPT. 13, REPS, OF THREE U.S. PETROLEUM COMPANIES  
(MOBILE, EXXON, TEXACO) ARE NOW CONSIDERING WITHDRAWING  
FROM EXHIBIT WITH OTHER (NON AMERICAN) PETROLEUM  
COMPANIES AND SPLITTING COST OF ONE BOOTH IN U.S. PAVI-  
LION. EMBASSY IS FOLLOWING UP AND WILL REPORT OUTCOME.

4. ANOTHER PROSPECT BEING ACTIVELY PURSUED BY EMBASSY  
IS SEAGRAM'S DISTILLING WHICH NOW SHOWING WILLINGNESS  
TO RECONSIDER EARLIER NEGATIVE RESPONSE AND POSSIBLY  
TAKE SMALL BOOTH. ALSO NCR ACTING REP BELIEVES HIS COMPANY  
MAY BE WILLING TO TAKE BOOTH BUT MUST CLEAR WITH  
MANGER VACATIONING IN SWITZERLAND. CHARGE WILL SEE  
NCR LOCAL REP SEPT 14 AND REPORT OUTCOME.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 SEP 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976DAKAR05871  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760346-0405  
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**Line Count:** 77  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION AF  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** vandyklc  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 01 MAR 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <01 MAR 2004 by MaustMC>; APPROVED <23 AUG 2004 by vandyklc>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** DAKAR INTERNATIONAL TRADE FAIR AF/W FOR SMITH AND KILLION COMMERCE/DIBA/BIC/OIM/AF FOR MILLER AND HAHN  
**TAGS:** BEXP, SG  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006